



June 20, 2012

The Honorable Dave Camp  
U.S. House Committee on Ways and Means  
1102 Longworth House Office Building  
Washington, D.C. 20515

The Honorable Sandy Levin  
U.S. House Committee on Ways and Means  
1102 Longworth House Office Building  
Washington, D.C. 20515

Dear Chairman Camp and Ranking Member Levin:

Thank you for your strong leadership in your efforts to bring together a new miscellaneous tariff bill (MTB), a vitally important piece of legislation for hundreds of large and small American manufacturers, their workers, and their customers. I am writing to let you know of Glen Raven's strong support for duty suspension legislation on acrylic fiber. Legislation to suspend the duty on acrylic fiber was introduced by Representative Howard Coble on April 19, 2012, and the bill number is H.R. 4452.

Glen Raven is a leading manufacturing of hi-tech innovative textile fabrics. The company is especially well-known for its Sunbrella and Dickson brands (made from acrylic fibers) as well as the technical textile products it supplies to the U.S. military and geo-textiles used in many infrastructure projects like roads and runways. Since 1880, Glen Raven has been known and trusted as a reliable industry leader in style, service, and quality.

Acrylic fiber is the primary raw material and highest cost input for U.S. textile manufacturers utilizing these fibers and currently must be imported because there is no domestic supplier for this product. Because acrylic fiber production has ceased in the United States, the imposition of a tariff on these products can no longer be justified, especially when such a tariff puts U.S. manufacturers at a competitive disadvantage. Due to the fact that all U.S. production of acrylic fiber has ceased, the suspension of this duty should have no adverse consequences for domestic businesses and should not attract controversy. In addition, this duty advantage will benefit not only the domestic textile industry, but will deliver downstream benefits to customers and help sustain and promote job creation.

As you know, the current economic environment has put incredible demands on companies to become as lean as possible. While our U.S. operations are some of the most productive in the world, our ability to compete greatly depends on the continued ability of our company to source raw material, i.e. acrylic fiber, at competitive prices. Because of the unique characteristics of these fibers – water resistant, fade resistant, durability – manufacturers who use these raw materials are at the high-end of the value-added chain and can compete against foreign manufacturers as long as we have access to raw

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materials at competitive prices. Our competitors in Canada, Europe, China, India, among others do not incur tariffs on acrylic fiber, and in order for U.S. producers who use these fibers to remain competitive, they must also be able to source these fibers at globally competitive prices since there is no longer a domestic supply of this product.

Companies like Glen Raven are often one of the largest employers, largest taxpayers, and largest utility consumers in the cities and counties where we reside. So when we are forced to scale-back production or close facilities, the impact across the community is deep and wide. Additionally, the unemployment rates in most of the areas where we manufacture, primarily North and South Carolina, are well above the national average. While Glen Raven is committed to a U.S. manufacturing strategy, a major component of this strategy is ensuring that duty suspensions on acrylic fiber are implemented as part of the MTB process.

We thank you for your commitment to the MTB and look forward to working with you as this process moves forward.

Thank you for your consideration of this request.

Sincerely,

Harold Hill  
President  
Technical Fabrics